



"Discovering The World Of Chemistry"



Chancen zur Beteiligung für kleine und mittlere Unternehmen (KMU)

Dr. Dimitrios Tzalis

Nationale Informationsveranstaltung zur IMI 2,

10th July 2014 Frankfurt





Taros: Stability, Capability, Flexibility

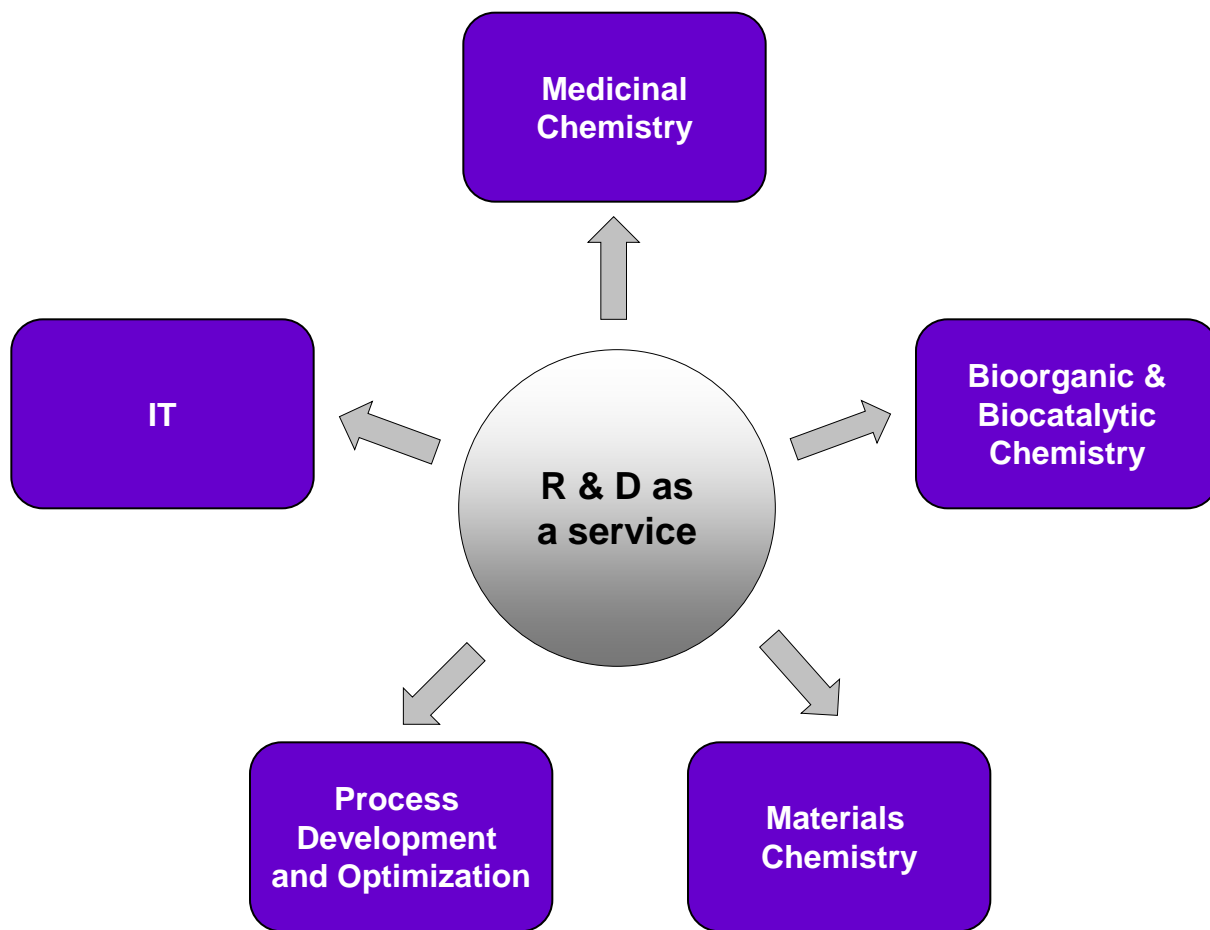
as a leader in drug discovery, Taros provides contract discovery, development, and manufacturing services to serve our clients' needs

- Founded 1999
 - Privately owned
 - 1500 sqm lab, based in Dortmund Germany (BioMedizinZentrum)
 - 52 employees (> 50% Ph.D.)
 - More than 6.000 projects delivered
 - More than 200 customers served
 - Invented "TarosGate", the smart 24h/7 Project Management Software
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- **Taros is coordinating the Chemistry Consortium of the "European Lead Factory" drug discovery platform**





What do we actually do

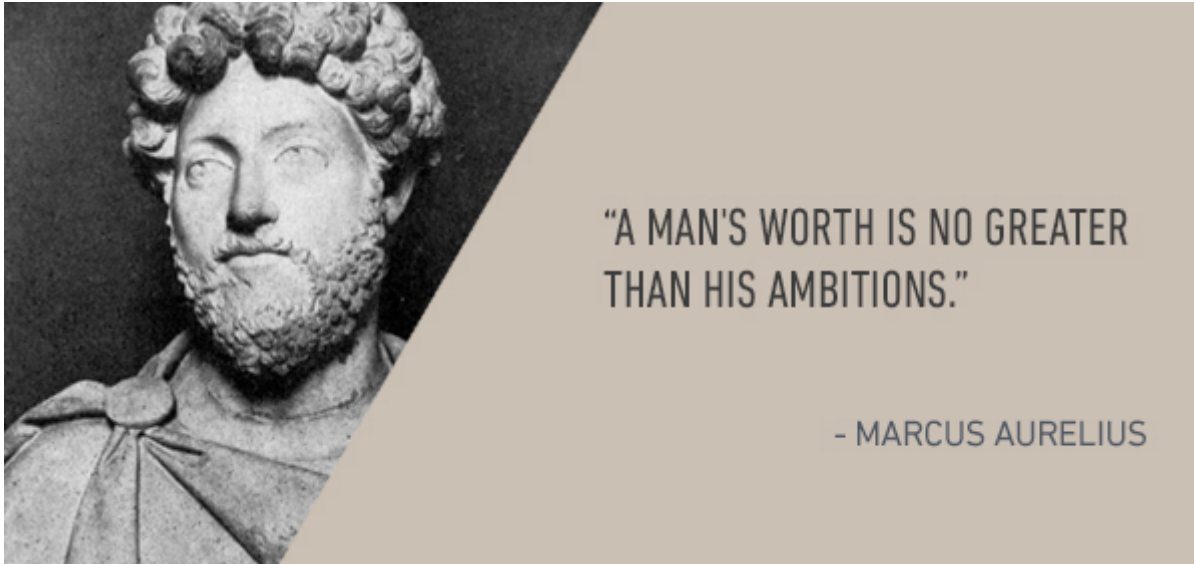


Pharma- and
CropScience Companies

Chemical Industry
(Materials)

Biotechnology
Companies

Research Institutes
and Universities



"A MAN'S WORTH IS NO GREATER
THAN HIS AMBITIONS."

- MARCUS AURELIUS

„A PROJECTS WORTH IS NO GREATER
THAN ITS AMBITIONS“

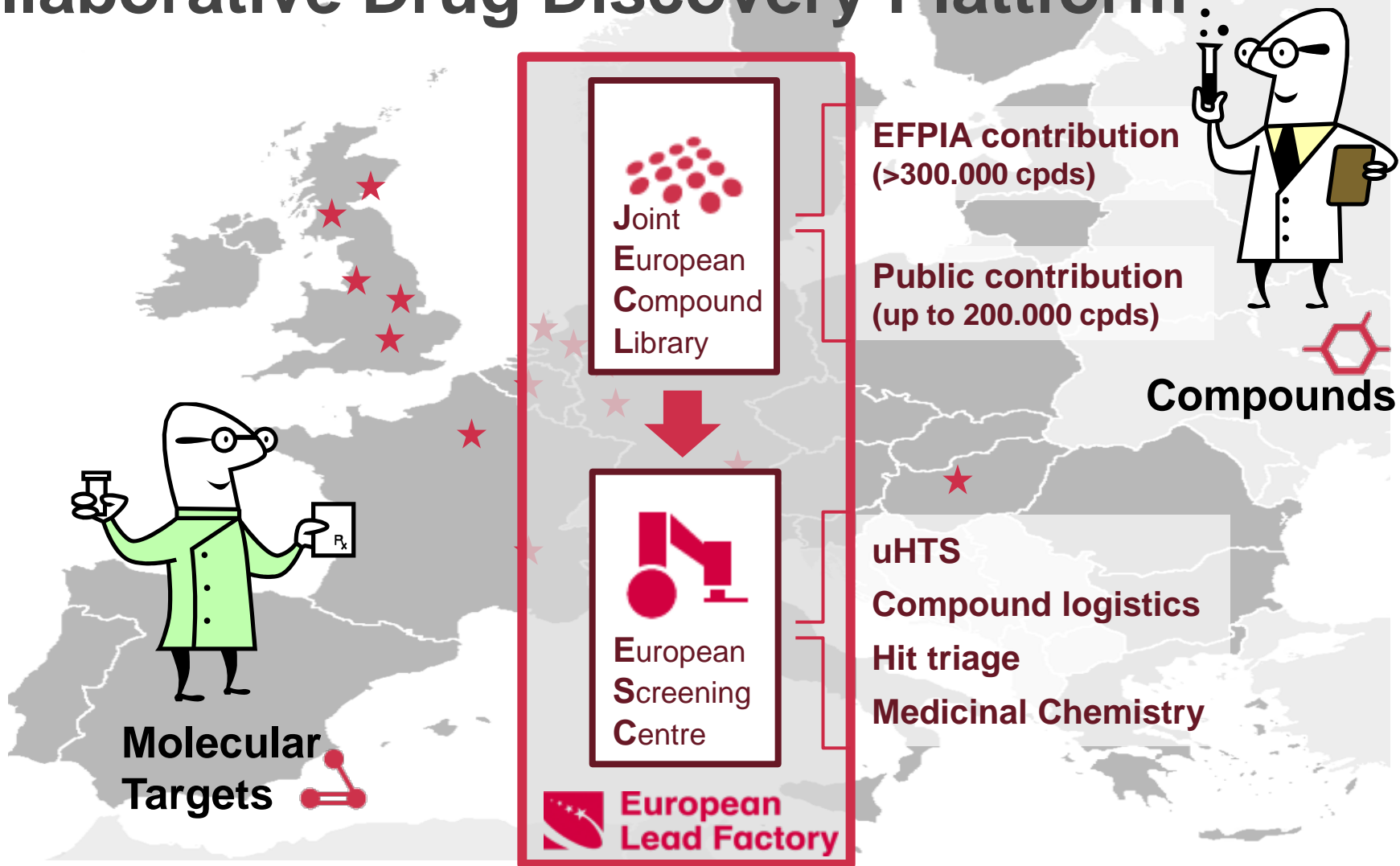


European Lead Factory Game Changing for Innovative Medicine

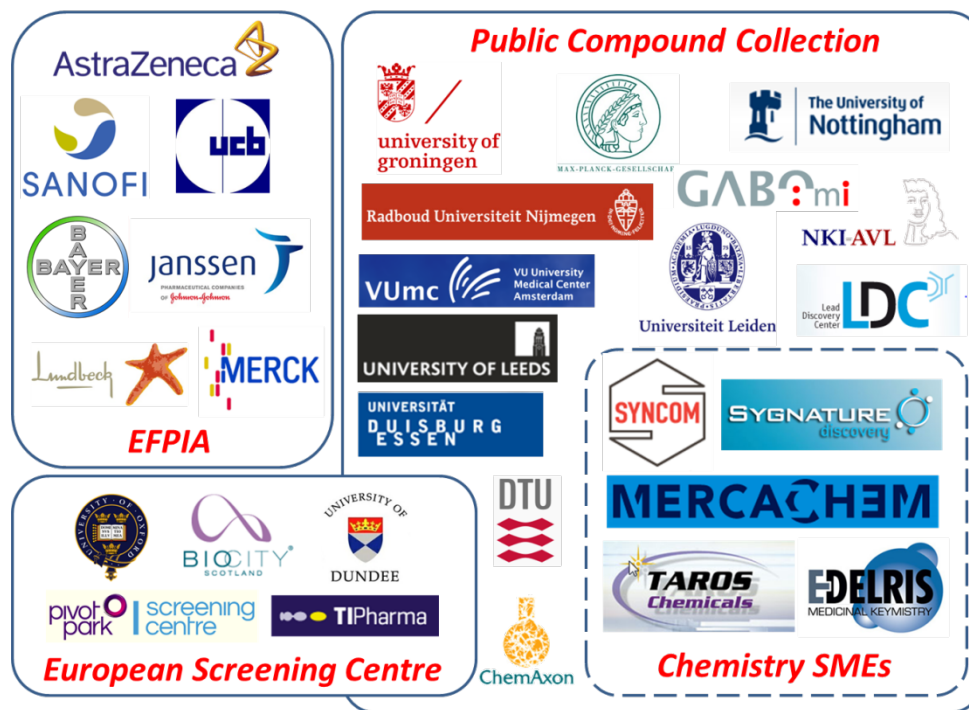
Dr Dimitrios Tzalis, ELF Coordinator for the Public Compound Collection

BMBF Kick-off Event IMI 2, 10th July 2014 Frankfurt

Collaborative Drug Discovery Plattform



Consortium with 30 Public and Private Partners



150 employees combining **innovation** of Academia, **agility** of SME's, and **experience** of Pharma

EUROPEAN LEAD FACTORY

www.europeanleadfactory.eu

How does the IMI relate to the Florida Keys?



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SME: how to participate in an IMI call

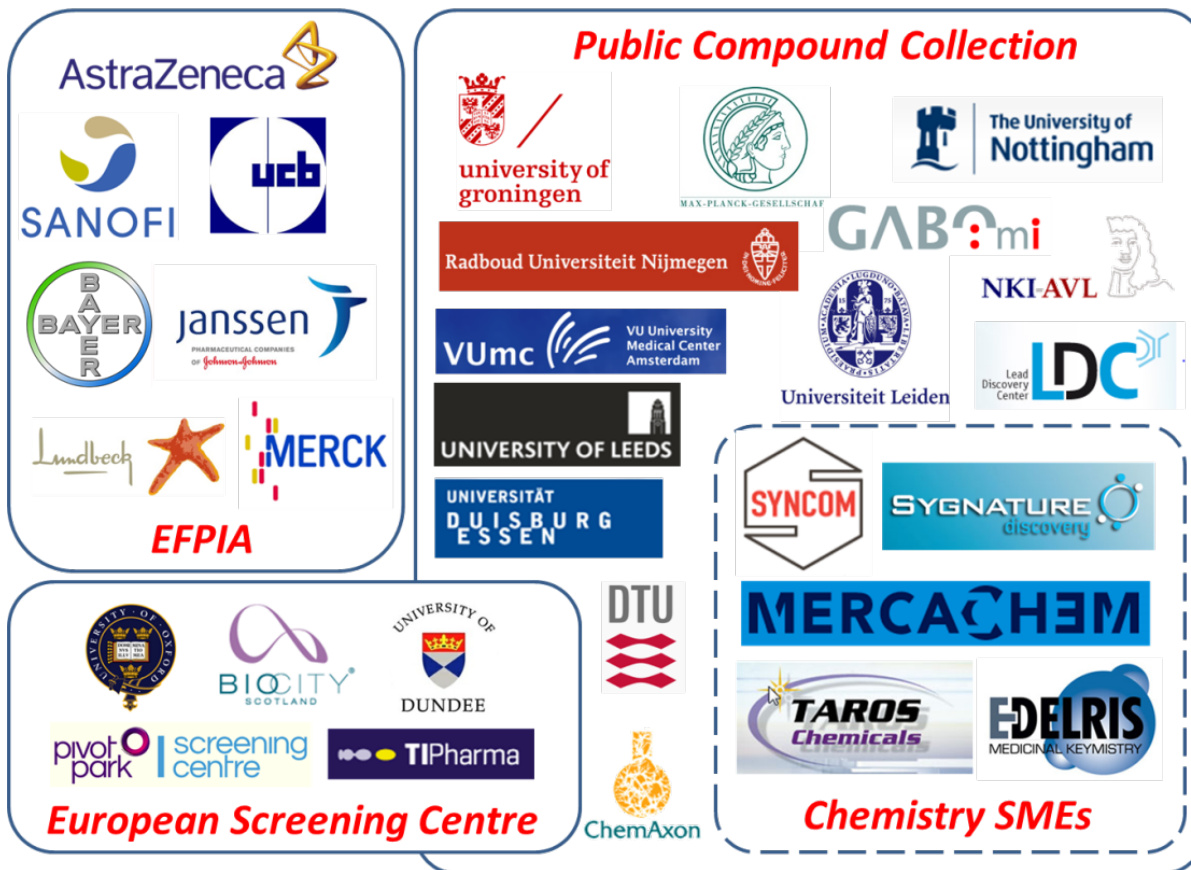


2 Options

- create and coordinate a consortium
- join a consortium

Application Phase

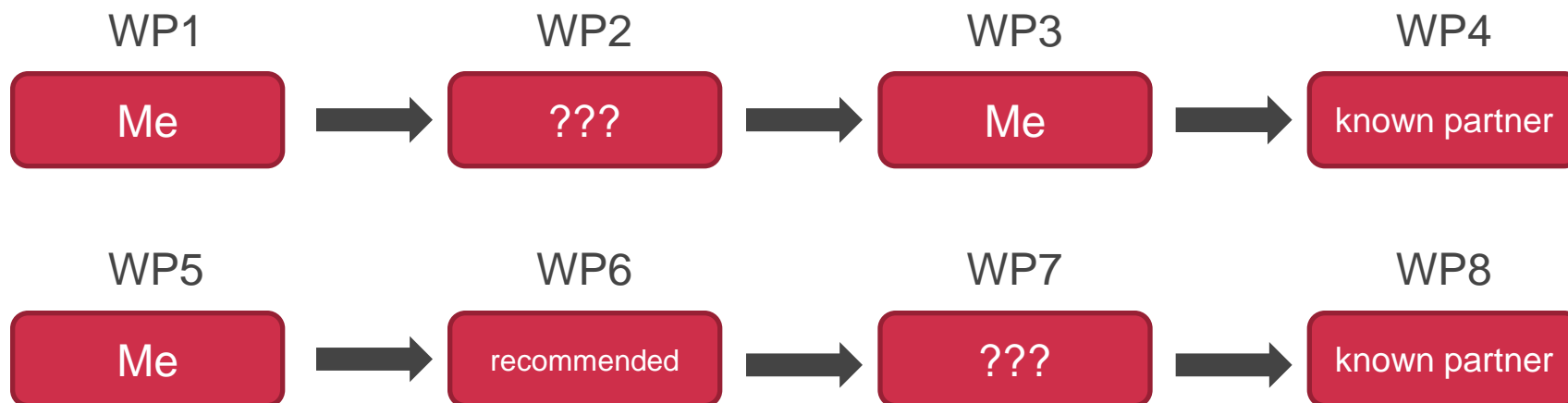




Application Phase

First problems to encounter:

- Search: who fits into a potential consortium



Application Phase



Application Phase



100-Meter-Hürden der Trottellummen

www.toonsup.com/mistviech

What is important when considering a new partner

- search should be INTERNATIONAL
- partner should be contributing proactive
- but first and foremost: the chemistry has to be right

Application Phase



SME: Grant Application

- follow exactly the call text
- close gaps that you have through partners
- if not sure clarify ahead of proposal submission

Do you need pre-existing experience in FP 7 to participate or coordinate an IMI Call?

- NO

but: IT REALLY HELPS

- there should be pre-existing experience with local and national funding agencies
- proper accounting and documentation procedures have to be in place

Do you need pre-existing experience with Big Pharma to participate or coordinate an IMI Call?

- NO

but: IT REALLY HELPS

- The goal of IMI calls is to generate VALUE by translating academic knowledge into commercial value (close in time and not some time in the future)
- Coordinator is a EFPIA representative

Legal Issue: Project Agreement



- EFPIA and academia arrived with an „Armada“ of highly experienced and competent lawyers
- essential in the application phase was a legal advisor (could be difficult for SMEs)
- we where 5 SME who shared costs for a legal advisor

Do you need external advisors supporting you with the IMI call?

YES!!!

- highly recommended: especially for SMEs
- highly experienced and provide infrastructure supporting the application-and project phase (reports, finance, formalities)
- normally free of charge during the application phase

How does IMI compare to „traditional“ programmes

- EFPIA is strongly involved
 - goal: generate value (value does not always mean €€)
 - intensive exchange with EFPIA in order to assure real application
- optimal utilization of:
 - creativity of academia
 - flexibility and agility of SMEs
 - efficiency and vision of the „Big Pharma“
- it does not focus solely on the need of one partner but it is focused on one aspect:

The greater good of the patients and society

Things to look out for and be cautious



-
- Company has to be financially sound
- Up phase should be kept short



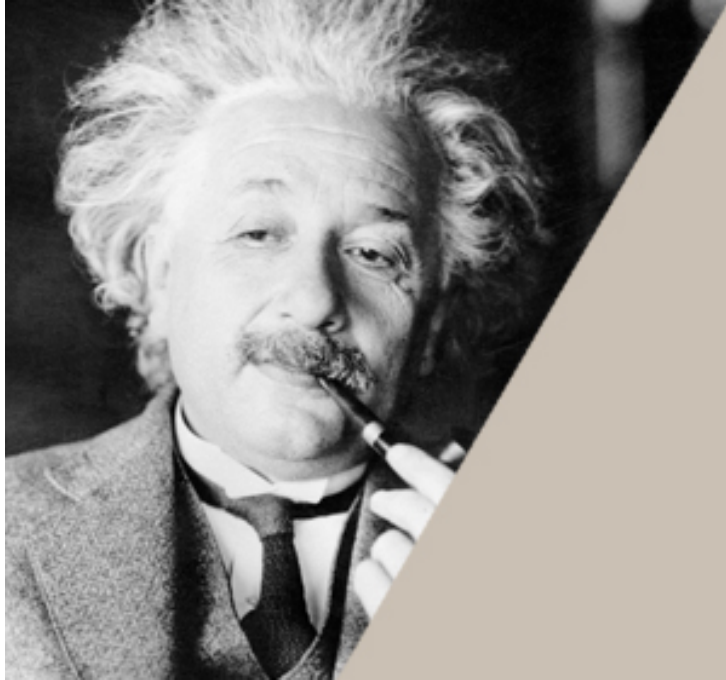
Benefits for SME in the participation in the IMI

- intensive exchange with EFPIA
- insight in requirements and operation of EFPIA partners and the needs of academic partners in the field of drug discovery
- partnerships and trust is being built
- loose cooperation on „equal“ grounds
- access to a wide network of other SMEs, academic partners and big pharma representing potentially an entire Drug Discovery Value Chain



Lessons Learned





“TRY NOT TO BECOME A MAN OF
SUCCESS, BUT RATHER TRY TO
BECOME A MAN OF VALUE.”

- ALBERT EINSTEIN



"Discovering The World Of Chemistry"

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A close-up photograph of a person wearing safety goggles and holding a glass pipette with blue liquid. The person's face is partially visible through the goggles. The background is a light blue color.

Thank you for your attentions

ANY QUESTIONS?

